



04-C -0445

ATLANTA CITY COUNCIL

DEBI M. STARNES
COUNCILMEMBER
DISTRICT 2

55 TRINITY AVENUE, S.W.
SECOND FLOOR, EAST
ATLANTA, GEORGIA 30335
(404) 330-6038

January 20, 2004

President and All Members of Council
Chairperson and Members of the Atlanta Human Relations Commission
Atlanta City Hall
55 Trinity Avenue, S.W.
Atlanta, Georgia 30335

RE: Appointment of Ms. Dorothy Hurst to the Human Relations Commission (HRC)

We are pleased to offer the name of Ms. Dorothy Hurst as our nominee to the Human Relations Commission (HRC) for a two-year term. Ms. Hurst has committed to be a part of making Atlanta a great place to live, work and visit. Ms. Hurst's participation as a member of the Human Relations Commission will give her the opportunity to continue to impact the City's image positively.

Thank you for your consideration of Ms. Hurst in this position, her appointment shall be effective immediately.

Sincerely,

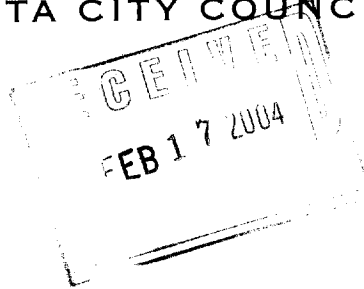
Carla Smith, Atlanta City Council District 1
Debi M. Starnes, Atlanta City Council District 2
Ivory Young Jr., Atlanta City Council District 3
Cleta Winslow, Atlanta City Council District 4
Ceasar Mitchell, Atlanta City Council District 1-At-Large



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January 20, 2004

Mayor Shirley Franklin
Atlanta City Hall
55 Trinity Avenue, S.W.
Atlanta, Georgia 30335

RE: Appointment of Ms. Dorothea Hurst to the Human Relations Commission (HRC)

Dear Mayor Franklin and Members of The Human Relations Commission:

We are pleased to offer the name of Ms. Dorothea Hurst as our nominee to the Human Relations Commission (HRC) for a two-year term. This appointment would begin on the date of Council confirmation. Ms. Hurst has committed to be a part of making Atlanta a great place to live, work and visit. Ms. Hurst's participation as a member of the Human Relations Commission will give her the opportunity to continue to impact the City's image positively.

Thank you for your consideration of Ms. Hurst in this position.

Sincerely,

Carla Smith, Atlanta City Council District 1
Debi M. Starnes, Atlanta City Council District 2
Ivory Young Jr., Atlanta City Council District 3
Cleta Winslow, Atlanta City Council District 4
Ceasar Mitchell, Atlanta City Council District 1-At-Large

cc: Members of Keep Atlanta Beautiful

Dorthey Hurst

Objective

To develop long term growth and career opportunities by fully utilizing my sales training, training development, management and organizational skills.

Work experience

Cingular Wireless

2001-Present

Curriculum Designer

- Responsible for design of Wireless Data Sales Curriculum to all Cingular Wireless Sales Channels including Strategic, Business to Business, Retail, and Indirect.
- Responsible for development and implementation of Handset/Device training for all sales channels including Cingular University.
- Negotiated and interface with all handset and device manufacturer to get exiting training materials for training. Additionally set standards on what should be included in each training module, and working to set standards to move demo training from informational to skill based.
- Work with Marketing, Product Development, Manufactures and Sales Channels to deliver a product that meet the customer's needs.
- Either responsible for the creative through the writing of the training or Project Manage vendors from High Level Design to bring project in on time and within budget.
- Development include Web-based as well as Instructor-led-Training
- Train-the-trainers on completed Instructor-led training

1997 - 2001

BellSouth Cellular

Atlanta, Georgia

Corporate Sales Trainer

- Responsible for preparing, delivering, coordinating and following to completion all assigned sales training and projects for company wide direct sales force
- Work as Subject Matter Expert (SME) with Corporate Designer to keep training on target and up-to-date; in training design for outside and indirect sales channel
- Liaison for Sales Training Department and the Wireless Data Division
- Responsible for approval of Retail Computer Base and On-the-Job Training program
- Responsible for updating final role play in the Retail Program
- Responsible for certifying trainers on BellSouth licensed programs; Train-the – Trainer on all other Instructor Led programs

Sales and Service Manager

- Managed and dealt with day to day activities of one of Atlanta's largest and oldest company owned wireless retail stores – test store for new merchandising layout for BMI
- Responsible for store promotions to drive community involvement
- Responsible for maintaining budgetary headcount by recruiting and hiring associates at all levels

1990 – 1997

Constant Communications, Inc.

Atlanta, Georgia

General Manager (AirTouch Cellular Agency)

- Created and implemented company's administrative, sales and service procedures; sales training manual
- Created and developed company's reporting system
- Created and developmental force on all advertising and promotional programs
- Negotiated all contracts on behalf of agency
- Managed the day-to-day store operations which included training and developing of sales, service and administrative associates, booking and presenting at trade shows; telemarketing by having a vast knowledge of the latest equipment and understanding the customer needs
- Liaison between company and AirTouch

Education

1973 – 1978 University of Wisconsin Milwaukee, Wisconsin
Zoology

**Additional
Education**

Dale Carnegie Effective Speaking and Communication
BellSouth Cellular

- Facilitation Workshop

Training Generalist – Langevin Classes

- Instructional Design for New Designers
- Training Needs Analysis
- Instructional Techniques for New Instructors
- 25 Creative Ways to Add Excitement to your Training
- Writing Skills for Trainers

Center for Effective Performance

- Analyzing Performance Problems
- Criterion Reference Instruction Workshop
- Instructional Module Development

Computer Literate

- Excel
- PowerPoint
- Word
- Access

Achievement/**Volunteerism****Volunteerism:**

- Woodruff Park, Advisory Board
- Special Olympics
- President, Atlanta Downtown Neighborhood Association, Inc.
- Friends of the Margaret Mitchell Library
- Child Advocate Special Appointed (CASA) - Fulton County
- Centennial Park

04-C-0445
(Do Not Write Above This Line)

First Reading

Committee _____
Date _____
Chair _____
Referred To _____

Committee

Date

Chair

Action

Fav, Adv, Hold (see rev. side)

Other

Members

Committee

Date

Chair

Action

Fav, Adv, Hold (see rev. side)

Other

Members

A Communication by
Councilmembers Carla Smith,
Council District 1; Debi M.
Starnes, Council District 2;
Ivory Young, Jr., Council
District 3; Clea Winslow,
Council District 4; and Caesar
Mitchell, Council District 1-At-
Large:

Appointing Ms. Dorothy Hurst
to the Human Relations
Commission. This appointment
is for a term of two (2) years.

Filed w/o
objection

- ☐ CONSENT REFER
- ☐ REGULAR REPORT REFER
- ☐ ADVERTISE & REFER
- ☐ 1st ADOPT 2nd READ & REFER
- ☐ PERSONAL PAPER REFER

Date Referred

Referred To:

Date Referred

Referred To:

Date Referred

Referred To:

Committee

Date

Chair

Action

Fav, Adv, Hold (see rev. side)

Other

Members

Committee

Date

Chair

Action

Fav, Adv, Hold (see rev. side)

Other

Members

Refer To

Refer To

Refer To

Refer To

CERTIFIED

- FINAL COUNCIL ACTION
- ☐ 2nd
 - ☐ 1st & 2nd
 - ☐ 3rd
 - ☐ Consent
 - ☐ V Vote
 - ☐ RC Vote

MAR 01 2004

MAR 01 2004

Richard D. Johnson
MUNICIPAL CLERK

MAYOR'S ACTION